Insurance - 1914

A HEART TO HEART TALK WITH THE UNION MUTUAL POLICY-HOLDERS.

The Atlanta Independent 4-4-14

By B. J. Davis, a Policyholder.

I am a policyholder in the Union Mutual Association, a mutual industrial co-operative concern of Atlanta, Ga. I have been a policyholder in this company since 1898 and have been paying 50 cents per week for a majority of that time. I am very much interested in the company. It has been a great blessing and help to the Negroes of Georgia. It has furnished employment to a goodly number of our girls and boys. Under the management of William Driskell it became the leading and most successful Negro insurance company in our State. I have a pardonable pride in the institution, and it pains me to think of it being wrecked. The property is too good, and its economic value too far-reaching for the 40,000 policyholders who constitute it to sit idly by and allow a bunch of salary grabbers to wreck the company under the leadership of the present manager, who is utterly incompetent and unfit for the management of so great a corporation.

For a number of years I was a director and treasurer of the company, and rendered it the most valuable service possible, not that I had the time to give the company, or needed the salary it paid; but feeling that it was a field in which I could be of some service to my race and to my State, I gave my service. Now the rompany can be saved. But the policyholders must come together and rescue it from the salary grabbers, from ignorant and unscrupulous management.

At the January meeting of the Board of Directors, the manager proposed a motion, which prevailed, that he and the president be appointed to vote the proxies of all the policyholders. This I objected to. This was on the first Wednesday in January. I had to leave for Philadelphia on the Saturday following, about four days later. In this meeting an effort was made to raise the salaries of the officers. I made a motion that the salaries remain as they were until the policyholders' meeting in May. This motion prevailed over the protest of the manager, after I had served notice on the Board of Directors that if the salaries were raised I would refuse to pay them as treasurer, on account of the company being insolvent. I took the position that it was criminal to increase the salaries of the officers during the insolvency of the corporation. After voting against the salary graft, and the conspiracy to perpetuate graft, a plot was hatched up to oust me as treasurer, because the gang knew that they could not get their hands in the treasury so long as I held the exchequer.

On my return from Philadelphia, after consultation with my lawyers, I agreed to resign, the Union Mutual paying all costs of court including my attorney fee. I turned over to Norman, the secretary, between two and three thousand dollars, quite $3,000 as I remember; $1,700 of which was a Reserve Fund that had been set aside by my advice in order to wipe out the insolvency of the company. That afternoon, after my resignation was accepted, the bunch got together and raised their salaries, raising Norman from $150 to $250, Russell from $100 to $125, Walker from $100 to $150, and the directors from nothing a day to $10 per day, more per diem than the directors of the Central Railroad of Georgia, Atlanta National Bank or any giant corporation receives. This done too, in the teeth of the insolvency of the company. The poor agents who have created the company, who furnish it all the money that it uses, a few weeks previously had petitioned the manager for a 2 per cent. raise in their commission. This was flatly denied, and a letter read to them purported to be from the Insurance Commissioner, instructing the manager that it would be criminal to increase the pay of the agents while the company was insolvent. But when he got ready to fill his pockets he wrote no letter to the Commissioner and read no letter from the Commissioner, but proceeded to raise the pay roll nearly $200 per month at the expense of an insolvent company. To be real fair with the Union Mutual and to prove that I was not fighting Negro enterprises, but extravagance, ignorance and incompetence in official places, I addressed the following communication to the three largest Negro insurance companies in Georgia,—the Atlanta Mutual, Pilgrim Health and Life and the Union Mutual:

March 30, 1914.

Mr. G. S. Norman, Sec.-Mgr.,
Union Mutual Association,
205 Odd Fellows Building,
Atlanta, Georgia.

Dear Sir:

Kindly furnish me the following information:

1. The amount of salary each officer receives, and the date when the present scale of salaries went into effect.
2. Your cash balance as shown by your bank balance and book balance at the beginning of business March 30, 1914. Outstanding checks against your bank balance.
3. The amount of reserve fund on hand January 21, 1914, and the amount on hand March 30, 1914, and if any of the reserve fund has been spent, for what purposes.
4. The per diem of allowed directors.
5. The amount of money spent by the General Manager in travelling over the State.
6. What was your contract with the Atlanta Constitution for one page in its commercial edition.
7. The current bills standing against the company.
8. The amount of tickets counted as cash in drawer and who used the money that the tickets represent.

Thanking you in advance for this information, I beg to subscribe,

Yours truly,

B. J. DAVIS,
Policyholder No. 177577 and 257285.

Mr. Gibson and Hornsby, of the Atlanta Mutual and Pilgrim Health and Life, gladly gave me the desired information, but Norman, of the Union Mutual, flatly refused to furnish me the information. I am a policyholder in each of these concerns, but Norman alone refused to give me the information sought in this communication.

The Union Mutual policyholders will be surprised to know that G. S. Norman, an ordinary insurance agent, who was working for $18 a week six months ago, is now receiving from the Union Mutual Association $250 per month, more money than the President, Vice-President and Treasurer of the Pilgrim Health and Life Insurance Co. receives. The President of the Pilgrim Health and Life Insurance Co., H. C. Young, is a successful business man, the manager, Mr. W. S. Hornsby, and the treasurer, Mr. C. T. Walker, are men of ability that have made good. Their salaries combined is not the equal of G. S. Norman's, the insurance agent, who brags that he is the only Negro graduate from a white college. You will be surprised to know that the President and the Secretary of the Union Mutual Association, Walker and Norman, just two officers, receive more salary than the entire management of the Atlanta Mutual Association, which has as large a debit as the Union Mutual, and which has a surplus of more than $6,000 and assets over and above the legal reserve of more than $7,000. You will be surprised to know that the combined debits of the Atlanta Mutual and the Pilgrim Health and Life Insurance Co. aggregate nearly $2,000,000, and the total debit of the Union Mutual is about $700,000 or a little better than one-third of the aggregate of the Atlanta Mutual and the Pilgrim Health and Life Insurance Co. And yet the officers of the Union Mutual Association receive more salary than the officers of these two giant corporations.

The company is in a bad way and unless it is rescued from the men whose only ambition is salary, its wreck is certain. The policyholders would like to know what has Norman done with the $1,700 reserve fund left by Treasurer Davis? The policyholders would like to know what has Norman done with the checking account that Treasurer Davis left? The policyholders would like to know by what authority Norman raised his salary from $150 to $250 per month? The policyholders would like to know by what authority he allows the directors $10 per day? They would like to know why he refused a policyholder the salary scale and the cash balance, or to make any statement when requested in writing by a living policyholder? The policyholders would like for Norman to explain why was it criminal to raise the

INSURANCE COMPANY GOES INTO NEW HOME

Norfolk, Va., June 3.—The new building of the Virginia Beneficial and Insurance Company was open for public inspection Monday. The building is a handsome two story structure located at 526-28-30 Queen street and cost $12,500.

The first floor of the building is occupied by Browns Savings and Banking Company. I. T. Hatton, a colored architect of Washington, designed the building, and J. W. Wells, a colored contractor of this city, erected it.

The company was organized in 1898 with a capital stock of $5,000. Rev. A. L. Gaines, now of Baltimore, was its first president. The capital stock has since been increased to $50,000. The company has paid out claims to 45,000 persons and had issued 70,000 policies. Its business during 1913 was $10,000 more than that of the previous year.

The present officers and directors are: E C. Brown, president; M. R. Jackson, vice president; J. T. P. Cross, secretary and manager; C. C. Dogan, treasurer; Dr. J. J. France, Rev. A. L. Gaines, J. W. Baker, W. H. C. Brown and George R. Moore.

GRADUATES AT PRINCESS ANNE ACADEMY

The following are students awarded academic and industrial diplomas at Princess Anne Academy:

Mary Adane Brown, Esther Viola Townsend, Goron Henry Boyd, Alonzo Andrew Brown, Mr. Frysinger Turner, Garett Otto Brown and Robert Thomas Pinkett.

poor agents' salaries 2 per cent. and was not criminal to raise his salary and other officers $100 per month and $10 per day? The policyholders would like to know why he did not have the Commissioner to write him a letter and tell him not to raise his salary? The policyholders would like to know why Norman cut their advertisement out of the Negro papers and contracted with the Atlanta Constitution at the rate of $400 for one page for one insertion? The policyholders would like to know why tickets are counted in the cash drawer in lieu of cash? The policyholders would like to know why the manager thinks that it is none of the business of the policyholders what salaries the officers receive? The company would like to know why the manager does not stay in the office and render some service, why he is running over the State trying to force the agents to bamboozle the policyholders into surrendering their proxies to him in revocation of the Driskell's proxies? The policyholders would like to know why he could not as well as the Atlanta Mutual and Pilgrim Health and Life Insurance Company answer my communication?

As a policyholder I appeal to those in common interest with me to withhold their proxy from the manager; that your interest would be better protected by not revoking the Driskell proxy. Can you afford to appoint a man to vote your proxy who is the Secretary, Treasurer, President and Vice-President, and under whose management a surplus of $2,000 is dissipated in fifty days? The policyholders would like to know why the President accepted the office of Treasurer contrary to the rules of the company, and then left both the office of President and Treasurer to the Manager to run. The policyholders would like to know why the Vice-President is not permitted to fill the President's place in his absence? The policyholders would like to know why the bookkeepers, cashier and clerks in the office are forbidden by the manager to give the Vice-President and policyholders who come in and inquire needful and legal information. If the company is straight, the manager is honest, and there is no crooked business on the floor in the office, why should not the Vice-President, agents or any policyholder come in and get needful legal information?

To The Colored People of Texas

The Standard American Mutual Fire Insurance Company, Chartered and Licensed By the State of Texas,

Writes insurance on property owned by Colored People, covering against fire and lightning, anywhere in the State. We maintain a special Farm Department for the insurance of all classes of country property.

A Legal Reserve Company

Live, wide-a-wake, progressive men will make money by representing the only company operated in the Southwest exclusively for colored people.

Liberal Commissions, and our Agency Contract is the Livest Proposition in Texas today for the hustling man. Write at once.

Agents wanted in every town and village.

Home Office: Houston, Texas

413 1-2 Travis Street Phone Preston 5120.

OSCAR J. POLK, Manager J. I. GILMORE, Secretary

OLD LINE LIFE INSURANCE COMPANY ENDS FIRST YEAR'S WORK

At the recent annual meeting, July 16th, of the stockholders of the Standard Life Insurance Company, of Atlanta, Georgia, the only old-line legal reserve life insurance company operated by Negroes in the world, it was announced that the company had in force $1,876,761 in insurance upon the lives of 9,343 policyholders. The company began business in June, 1913, with a paid-in capital of $100,000.00 and $16,000 surplus. It is therefore the largest capitalized corporation among Negroes with the capital actually paid-up in cash. The company is doing business in the States of Georgia, Alabama, Kentucky, Tennessee, Missouri and Arkansas. It has 55 branch offices, 208 agents, 6 clerks in the Home Office and branch offices and on its examining staff are 101 physicians, making a total of three hundred thirty-six people employed in the first year of the company's existence. The total income for the first year in all its departments amounted to $100,755.63. It paid in death claims $2,164.15. Until recently, the company operated a Health and Accident Department in the States of Kentucky, Missouri and Tennessee, but this business has been reinsured and it will hereafter do only a life business.

The work of the first year was entirely satisfactory and pleasing to the large number of stockholders and directors who are scattered over ten States. Some of the most prominent and wealthy Negroes in America are among its stockholders. The Board of Directors consist of the following well-known business men:

A. L. Lewis, Secretary Insurance Company, Jacksonville, Fla.; H. C. Dugas, Banker, Augusta, Ga.; J. O. Ross, Banker, Atlanta, Ga.; Wm. Driskell, Insurance, Atlanta, Ga.; Dr. M. C. B. Mason, Publicist, Jacksonville, Fla.; Walter S. Scott, President Insurance Company, Savannah, Ga.; R. L. Isaacs, Mathematics, Prairie View, Tex.; A. D. Hamilton, Contractor, Atlanta, Ga.; N. B. Young, College President, Tallahassee, Fla.; Sol. C. Johnson, Editor, Savannah; A. F. Herndon, Capitalist, Atlanta; Thos. H. Hayes, Undertaker, Memphis; Toombs McLendon, Merchant, Washington, Ga.; L. J. Garth, Coal Dealer, Decatur, Ala.; Dr. J. W. Huguley, Americus, Ga.; Heman E. Perry, President, Harry H. Pace, Secretary and Henry A. Boyd, Nashville. Mr. Boyd was elected at this meeting and is the only new member of the board. All the old officers were re-elected.

The company has been examined twice by the Georgia Insurance Department and in the report of the Examiners high praise is given the company and its officials. Among other things the report says: "All records of the company were found in excellent condition and its affairs are carefully managed." "The officers' salaries are reasonable and the office expenses could not be regarded as being excessive." "Records show that claims are paid as promptly as consistent and the company evidences evey desire to treat the assured with equity."

The reports are sworn to and are filed with the Insurance Departments of every State in which the company operates. It is gratifying to note that the advent of this company into a hitherto untried field has been so uniformly successful and has met with the approbation of the insurance officials who have kept close watch over its affairs.

That the Negro is beginning to develop his commercial and financial standing at a rapid rate is most encouraging. The Standard American Mutual Fire Insurance Company is one of the latest enterprises domiciled at Houston, Texas, qualified according to the laws of the State of Texas. Here is a movement that should meet an urgent need and bring a reasonable return on the amount invested. The following are officers of the company: M. W. Dogan, president; Joseph Nichols, vice-president; J. I. Gilmore, secretary; W. H. Logan, treasurer, and Oscar J. Polk, manager.

THE NORTH CAROLINA MUTUAL AND PROVIDENT ASSOCIATION NOT HURT.

The following telegram from our correspondent in Durham brings good news to the thousands of policyholders and friends of the North Carolina Mutual and Provident Association throughout the country:

"Two of the North Carolina Mutual and Provident Association buildings on Parrish street burned. Fully insured. Home office damaged slightly. All records were safe in vaults and everything preserved. No interruption in the business of the company on account of fire. Work for contract let to rebuild the damaged building."

C. C. SPAULDING, V.-Pres. and Mgr.

The North Carolina Company is one of the best and largest Negro insurance associations in the world.

The Standard Life Insurance Co., of Atlanta, Ga., has added Missouri to the list of states in which they can do business, and like its entrance into Kentucky and Tennessee, Missouri Negroes have accorded a gratifying welcome by taking out many policies, both of the old line and industrial class.

Insurance — 1914

Standard Life Insurance Co.

The Atlanta Independent
Nov 29 1913

Begs to state that it has reinsured its Industrial Life business in the State of Georgia, with the American National Insurance Company of Galveston, Texas.

It feels that owing to the large number of friends which the Company has made that a short statement of facts is due the public. As is commonly known, Standard Life was organized some two years ago with a paid-in capital of One Hundred Thousand Dollars, for the express purpose of writing old line, legal reserve insurance on the Ordinary plan. Later, owing to connections formed with another company, it did write in the States of Kentucky and Tennessee, Health business, and began the writing of Industrial business in all the States where it was then operating. When we filed our December, 1913, reports during the months of January and February with the various Insurance Departments it became apparent to us from their replies that they did not look with favor on the Industrial and Health branches of our business. Shortly thereafter we had to fight inimical legislation in one State aimed directly at our business. While another Commissioner flatly ordered us to cease our Health business stipulating a time in which we must do it. When an Insurance Commissioner makes a ruling, there is no appeal. We sold that business. Later our enemies gave us so much trouble and subjected us to so much expense, threatening legislation in the Georgia legislature, that we were practically obliged to sell a very valuable debit in Kentucky. These transactions so reduced our agency force that we were unable to handle the Industrial Life business in these States without a very heavy and disproportionate expense, and made a transfer of all our weekly business necessary.

At the annual meeting of the stockholders in July, all these facts were submitted to those assembled. We had been left with only the one State of Georgia, which we decided, if possible, to retain. For eighteen months past, the Company had been endeavoring to enter Texas, where there are no colored companies, and where even the Metropolitan does not operate. For one reason or another our application had been put off and postponed without being denied. There was apparently some reason we did not understand. What this reason was, in the light of our experience in other States, shortly dawned on us. It therefore became a question of either retaining our Industrial feature or coming back to the original plans of the Company, and doing only Ordinary Insurance, with no opposition to our admission into, or existence in any State. The directors seeing the opposition and the unusual amount of time and labor required to conduct this part of the work, decided to go out of the Industrial Insurance business. We have since been admitted into Texas, and our Ordinary business has taken a long leap ahead, the premium receipts of which have been greater this month than ever before in our history. We have now about a Million Two Hundred Fifty Thousand Dollars' worth of insurance paid for and in force.

We tried to dispose of our Industrial business to a colored company. There was only one colored company in Georgia which could handle it. We laid our proposition before them and it was accepted. The contracts were signed and sent to the Insurance Department of Georgia for approval. The Department refused to approve the transfer, stating their objections. We took up with the reinsuring company the Department's ruling and endeavored to correct the apparently erroneous impression the Commissioner held regarding them. Before this could be corrected, the reinsuring Company decided to cancel the agreement. No other recourse was open but to sell to a white company who had for a long time been apparently eager to get this business.

We realized there would be some people who would criticize. But these same people are the kind who usually talk race pride and do their business elsewhere. Sentiment and business do not mix as well as they sound. The complete protection of our policyholders as we ourselves had protected them was our first thought. We secured for them that protection.

During the time Standard Life has been in business it has paid 52 Industrial death claims for the sum of $6,334. It has paid 4 Ordinary claims amounting to $2,250, a total of $8,584. Every one of these claims was paid promptly and without dispute. Some were suspicious but rather than seem too technical we paid them just the same. Some others manifestly fraudulent, we contested and won. In every case, we sought to protect the larger body of our policyholders.

We have in 18 months established Standard Life on a firm and substantial basis. The Consulting Actuary of the Georgia Insurance Department, who has examined our books and methods twice, said recently in the presence of a number of white insurance officials that "Standard Life is the most carefully managed Company in the State, and all its records are clean and correct." That is high praise from one who knows. We know what we are doing and know our methods are right. We know, too, that we have the approval of the right thinking men and women of the race.

Standard Life is today bigger, better, stronger than ever before in its life. It has a larger paid-in capital than any Negro corporation in the world. It has $1,250,000 insurance in force, nearly $30,000 in legal reserve, and assets of nearly $150,000 for the protection of its policyholders. It is the only old line legal reserve life insurance company in the world every dollar of whose stock is owned by Negroes. It is in a class by itself, in competition with no other colored company. It has not gone out of business. Its soundness is beyond question and its success is assured.

It will insure you from $250 to $5,000 on the Ordinary Limited Payment or Endowment plans.

STANDARD LIFE INSURANCE COMPANY,

Home Office 200 Auburn Avenue, Atlanta, Ga.

OFFICERS AND DIRECTORS

Heman E. Perry, President — A. L. Lewis, Vice-President
Harry H. Pace, Secretary — T. H. Hayes, Vice-President
A. F. Herndon, Treasurer — H. C. Dugas — Walter S. Scott
J. O. Ross — Wm. Driskell — Henry A. Boyd — M. C. B. Mason
R. L. Isaacs — A. D. Hamilton — N. B. Young — Sol. C. Johnson
Toombs McLendon — W. S. Buchanan — J. F. Dugas — L. J. Garth
Dr. J. W. Huguley
Dr. C. C. Cater, Medical Director — M. W. Bullock, Counsel

AFRO-AMERICAN INSURANCE CO.'S

ANNUAL REUNION

Two Hundred Employes Hear Address of President E. W. Howell—"Buy Bale of Cotton" Slogan.

The Chicago Defender
Oct 25 1913

By Horace D. Slatter.

Birmingham, Ala., Oct. 16.—The annual reunion of the representatives and district managers of the Atlanta-Alabama Special Benefit Company, an Afro-American insurance organization, which was attended by more than 200 employes of the company from all sections of the state, was one of the most remarkable meetings of its kind held in the state. The address of E. W. Howell, president, in opening the meeting was one of the principal features, in which he stressed not only the importance of perseverance, honesty and service as a sure means of success to an insurance agent, but held up before the representatives of the company the relation the agent sustained to the people as ambassadors going into the homes, and the great opportunity they had for effective service.

Acting upon his suggestion, the members of the reunion authorized the purchase of a bale of cotton at 10 cents a pound, thus being the first Afro-American organization in the state to join this popular movement for the protection of the farmer. "This is a great movement," said President Howell, "and in view of the fact that the fortune of many a Negro is wrapped up in the success of the South's agricultural industries it is important that wherever possible leading Negro concerns and individuals should join this movement and show themselves to be a part of the South."

Addresses bearing intimately upon the work of insurance men and their relation to the life of the Negro were discussed, and many questions asked by various representatives designed to help them in the solution of insurance problems on the field.

Judge Alvin M. Douglass, recorder of Birmingham, made a strong address to the assemblage at the close of the meeting. The Atlanta-Alabama Special Benefit Company is one of the youngest Negro insurance organizations, but during its four years' existence has made a remarkable record. It recently purchased the business of the Jefferson Insurance Company, a white concern doing industrial insurance largely among Negroes, and since its organization has acquired the business of three concerns, purchasing two of them outright.

Standard Life Insurance Company

Pays the Largest Death Claim Paid by any Company Operated by Colored People

$1000 PAID TO WIDOW OF CHAS. H. STROUD

5/8/14

The Atlanta Independent

HISTORY OF CLAIM

Application made April 10, 1914.

Policy issued April 14, 1914.

Accidental Death, Saturday, August 1, 1914.

Death Proof Papers Received Monday, 4 P. M., August 3.

Payment of claim in full of $1,000, Monday, 6 P. M., Aug. 3.

Up to the time of his death the insured had paid only one quarterly premium of $7.85.

His widow received promptly after filing claim **ONE THOUSAND DOLLARS IN CASH**

LETTER FROM MRS. STROUD

August 5, 1914.

Standard Life Insurance Co., Atlanta, Ga.

Gentlemen:—

I desire to express my grateful appreciation of the unusually prompt manner in which your Company pays its claims. I received the check for One Thousand Dollars in full on the same afternoon I made the claim. I want to thank you also for the personal interest your representative, Mr. W. H. King, took in the prompt payment of this claim. If every man in Atlanta carried a policy in your good Company there would be fewer destitute widows. I take this means unsolicited to thank you for the great good your Company is doing. (Signed)

(MRS.) ESSIE MAE STROUD.

Let the Standard Life Insurance Company give your family the same protection it gave this man's family. In this case death was sudden and unexpected. It may come to YOU as unexpectedly! Have you the necessary protection? If not, get a policy in an Old Line Legal Reserve Company. Standard Life offers you the opportunity. Read what the State Examiners say:

"Records show that claims are paid as promptly as is consistent, and the Company evidences every desire to treat the assured with equity."

The Company issues policies from $250 to $5,000 in Endowment, Limited Payment and Whole Life Forms.

"Get a Standard Life Policy and then Hold on to it."

STANDARD LIFE INSURANCE COMPANY

$100,000 Deposited With the State For the Protection of All Policyholders

HEMAN E. PERRY, President. **HARRY H. PACE, Secretary.** **A. F. HERNDON, Treasurer.**

W. H. KING, State Agency Director.

SUCCESSFUL INSURANCE MAN

3-1-14

The Tuskegee Student

Continuing the series of business talks by representative Negro business man, Mr. John Merrick, Presi- of the North Carolina Mutual and Provident Insurance Company, of Durham, North Carolina, spoke in the Chapel of the Tuskegee Normal and Industrial Institute, last Sunday evening before all the students of the school, the teacahers, visitors and others from the surrounding communities. On Monday evening, March 2, he again spoke in the Assembly Room of the Academic Building to the young men and women of the Senior and A Middle Classes.

The story of Mr. Merrick's business success reads almost like a romance. During his youth he was, successively, a brickyard employee, a bootblack, and a barber; this latter business he followed for some twenty years or more. His present distinction, however, rests upon the organization of what is known as the North Carolina Mutual and Provident Association, a life insurance concern which does business in three states, namely, North Carolina, South Carolina, and Georgia; employs nearly 600 agents and helpers of various kinds, and keeps busy an office force of 30 persons.

The first year the company was in business, it collected $840; last year (1913), it proudly boasts that its collections amounted to $360,000. More than 100,000 persons are insured by the company, most of them holding what are known as industrial policies.

Mr. Merrick paid a warm tribute to the capability of his company's General Manager, Mr. C. C. Spaulding, and to the Medical Director, Dr. A. M. Moore, who, with himself, constitute the trinity of persons that laid the foundation and that now conducts what Mr. Merrick delights to denominate "the largest Negro insurance company in the world."

Many helpful and instructive things were said to our young men by Mr. Merrick. During his stay here he received every courtesy possible at the hands of the officers and teachers of the institution. Mr. Merrick, along with Mr. Spaulding, had charge of Principal Washington's tour through the State of North Carolina in 1910, and has always been a warm and cordial supporter of Principal Washington in all of his multifarious activities.

Leaving here Tuesday morning, Mr. Merrick proceeded to Atlanta, where he is to hold a meeting with the Georgia representatives of his company, after which, he will go on to his home at Durham.

INSURANCE COMPANY HAS NEW BUILDING

The Richmond Beneficial and Insurance Company, which recently moved into a handsome two story brick building in Richmond, is one of most successful companies of its kind. It has 40 branch offices.

The Afro-American 2-28-14

Insurance - 1914

A CLEARING HOUSE ASSOCIATION

The Atlanta Independent 3-28-'14

We do not know what this term means, but the policyholders of the several industrial insurance associations in our city call it the Clearing House, a concern in which they claim that they are swindled out of their just sick benefits. The banks have a clearing house association in the city of Which Col. Robt. J. Lowry is president. The object of this clearing house is to avoid the carrying through the streets enormous sums of actual cash. The banks meet in this house and compare balances and pay the differences in check and such other means of exchange as is convenient and safe. No effort is made to wrong a bank, stockholder or depositor. But what the clearing house among the industrial insurance companies means we have not been able to intelligently understand; but from the best information we have in hand, it has for its primary purpose the reduction of sick and accident claims, and the combining of the insurance companies against the policyholders. The policyholders interest is not consulted. There is only one interest at issue, and that is the interest of the insurance companies against its poor policyholder.

As we understand, the sick agents or some officer of the allied insurance associations take all their sick claims each week to this clearing house and compare them, and if the allied interests are not satisfied that the policyholder is entitled to recover they send out a doctor who is in the employ of the clearing house, with instruction to turn the sick claims down, and the poor policyholder is the sufferer. All the companies agree to abide by the doctor in the service of the clearing house, and the doctor who represents the patient and the poor policyholder is discredited and blacklisted for certifying that his patient is sick.

Now The Independent believes in honesty and unrightness. It is against fraud and misrepresentation. It would not unhold or defend a policyholder who feigned sickness for the purpose of obtaining benefits. We believe that the company is entitled to a square deal. We believe in an insurance that protects, and we believe that the companies have a perfect right to organize with a purpose of protecting their own interest. We believe that every professional policyholder ought to be eliminated, and that none but honest, upright and conscientious individuals should be insured. On the other hand, we believe that the insurance associations should be honestly and economically managed, that the policyholder's interest should be protected in common with the company's. The company belong to the policyholders. The policyholders furnish all the money to pay themselves, to pay death claims, to pay operating expenses and the officers salaries. As a rule, the officers contribute nothing. They are hardly policyholders. Therefore, the policyholders should be allowed every advantage and every benefit consistent with honesty and economical administration of trust funds. The doctor who certifies that a policyholder is sick is entitled to just as much credit as the hireling of the clearing house association who visits the patient and turns his claim down. It should be the object of every insurance company to protect its policyholders. Its policy should be a liberal one, and every effort should be to take care of every honest and worthy claim. If a policyholder is dishonest, his policy should be cancelled; but it is wrong both under law and in morals for the insurance companies to take your money until you get sick, pay one claim and then send a hireling, whose practice is so infinitesimal that he can be hired for ten or fifteen dollars a week with instructions to turn your claim down.

There is no reason why that the industrial insurance companies should form a defensive or offensive alliance among themselves against the policyholders. Each company ought to stand upon its merits, and ought to be able by reason of the fairness of its contracts and the efficiency of its officers to protect its interest without entering into a trust with a purpose of destroying competition among themselves and placing a ban of suspicion upon the integrity of the payment of claims. But the clearing house association is one of the fruits of the proxy system. It is another evil growing out of the one-man power, the one-man rule, and unless a halt is called, all the insurance companies so far as protection is concerned will prove a delusion and a snare and simply a subterfuge for designing officers to fill their pockets with the people's money.

The same clearing house associations a few months ago undertook to enforce an agreement among themselves that an agent working for one company and who quit, or resigned would not be permitted to work for another company in the same town or city within ninety days after his resignation or dismissal. And just so long as one man is allowed to gather and cast 25,000 votes, fix his salary to suit himself, makes rules to suit himself will the agents and employees be at the mercy of greed and avarice, and the policyholder's interest in jeopardy. The policyholders' meeting will convene in the early spring, and the officers are riding around over the State at the policyholders' expeense gathering up proxies with the purpose of further enslaving you and making it hard and more impossible for the policyholders to collect their claims when sickness or accident overtake them.

Why should the Negro companies combine with the white companies against their own race and color? And we are informed that even the white companies of the clearing house often go behind the edict of the click and pay sick claims that have been turned down and blacklisted by the clearing house and make the argument with the Negro policyholders, "I told you that the Negro insurance companies would not treat you fair, take your money and then steal your sick benefits when you get sick." But the average Negro officer cares absolutely nothing for the company further than the dollars he can gather for himself. This rule does not include all Negro companies or all Negro officers. Some of the Negro companies are honorable and economical in the administration of their affairs, honest to a fault, and liberal enough to protect every interest of every honest and worthy policyholder. A policyholder should refuse to continue a policy in a company that would enter into an alliance or combine or monopoly in restraint of trade and fair competition. The policyholders have but one means of protecting themselves against greed and the dishonesty of the men who manage their affairs, that is to keep your vote, take it to the meeting and vote it yourself, or come together and form a voting trust, make your votes over to the trust and instruct the trust how you want your votes cast. Insurance companies can not live as long as they are paying officers who render no service at all from two to five thousand dollars a year. It is unfair, and it is dishonest, and the public conscience must be aroused to that extent that these grafters and despots are put out of power.

There is no reason why that 55 per cent. of the money collected by Negro insurance companies should be dissipated in an effort to operate them. Stealing is plain, and every honest business man knows that there is something rotten about the Negro insurance companies. Incompetency and greed are in the saddle, enthroned by the proxy evil, and until the proxy evil is broken up, root and branch, Negro insurance companies will continue to be insolvent and policyholders robbed. The Independent is for the insurance companies, has supported them in common with every other Negro enterprise since its first issue. We are not against the companies now, but we are against ignorant, arrogant, incompetent, selfish, dishonest officers. We are opposed to ignorant, dishonest, incompetent Negro insurance officers receiving $250 and more a month and rendering no services. We are tired of sinecures and figure heads in our insurance companies receiving $150 and more per month for rendering absolutely no service, and we are going to continue to cry and cry aloud until these concerns are regulated by the laws of our State.

INTELLIGENCE VS. IGNORANCE.

The Atlanta Independent

In order to be fair and to show plainly the penalty of ignorance and extravagance we will make a comparative statement of the management of the Atlanta Mutual by Mr. T. K. Gibson, and of the Union Mutual by Mr. G. S. Norman. These two men respectively manage these two associations. The management of the Atlanta Mutual by Mr. Gibson shows intelligence and economic administration of the policyholders' affairs. The management of the Union Mutual by Mr. Norman shows directly to the contrary—incompetence and extravagance.

Let us consult figures. The Atlanta Mutual did a business in 1913 of $221,352.80 with an expense account of $199,858.59, leaving a balance to the credit of the company and to the wisdom and integrity of the management of $21,494.21. The Union Mutual did a business of the same period of $206,411.88, with an expense account of $206,263.98, leaving a net balance of $147.90. At the end of the period under review the Atlanta Mutual under Mr. Gibson had no outstanding obligations, but the Union Mutual had approximately more than $2,000 in outstanding indebtedness, therefore presenting an actual deficit of approximately $2,000 instead of $147 balance. The Atlanta Mutual with an actual weekly debit of $7,500, a reserve of $11,791.10 and a surplus over and above every legal requirement of $6,455.24 only pays its manager, Mr. Gibson, one of the most capable and efficient insurance men in the State, without regard to race or color, $120 a month. The Union Mutual who had an actual deficit and saved the company nothing, pays its manager, Mr. Norman, $250 per month. The Atlanta Mutual with double the reserve of the Union Mutual and a surplus equal to the reserve of the Union Mutual, with a net balance to its credit of more than $20,000 in 1913 in its wisdom and economy pays its manager $120 a month; while the Union Mutual with an actual deficit, outstanding obligations and debts that it can not meet pays its manager, one officer, $250 a month.

The Atlanta Mutual doing a business of $221,352.80 in 1913 paid to its officers for administration $520 a month, while the Union Mutual doing a business of $206,411.88 paid to its officers $725 a month. So you see it costs the Union Mutual $205 per month more to collect $206,000 than it costs the Atlanta Mutual to collect $221,000. Mr. Gibson, manager of the Atlanta Mutual, does the work of the secretary-manager, vice-president and bookkeeper of the Atlanta Mutual, so the Atlanta Mutual has its books kept, its company managed, superintended and directed for $120 a month, while the Union Mutual pays for the same service $700 per month. Neither the president or the manager of the Union Mutual render the association any actual service, nor do they do any real work. The president of the Union Mutual lives in Alabama. He is also treasurer, and he is not present to sign an order or a chcek. If Mr. Gibson can manage the Atlanta Mutual Insurance

Company with a debit of $7,500 a week for $120 a month, why should the Union Mutual pay its manager, vice-president, bookkeeper and treasurer to manage a $4,000 debit $700 per month?

The Atlanta Mutual had to the good last year $21,494.21, while the Union Mutual did not collect enough money to meet its extravagance. The Atlanta Mutual has a surplus of $6,455.24, yet its manager only receives $120 per month, while its neighbor across the street, which has no surplus and which today has not enough money to meet its salary account, pays its manager more than twice Mr. Gibson's salary per month. These figures are used to illustrate intelligence and economy versus ignorance, incompetency and extravagance. Ignorance is a dangerous proposition. It is fraught with dishonesty and arrogance. The salaries of the Union Mutual are criminal in view of the condition of the company. The salaries of the Atlanta Mutual are honest, upright and fair in consideration of the services rendered and the volume of business done. And The Independent again gives this company, under the leadership of Messrs. Herndon and Gibson, its endorsement and commendation. It is worthy of the support of the policyholders, so long as it is so wisely, economically and intelligently handled. The Union Mutual is all right. It has the same system as the Atlanta Mutual, but the officers are incompetent. They are ignorant, and a bunch of salary grabbers, that the company must be rescued from, or the Atlanta Mutual or some other company will have to reinsure the business to protect the interest of the policyholders.

The Standard Life Insurance Company.

The Standard Life Insurance Company of Atlanta, Ga., according to the recent insurance report, was organized June, 1913, as an Old Line, Legal Reserve Company. It was organized by colored capitalists of the city of Atlanta, in the state of Georgia, with a capital of $100,000 deposited with the state, and has a surplus of $16,000. In one years' time its growth has been phenomenal. This company maintains 55 branch offices, and has 208 agents in the states of Georgia, Alabama, Kentucky, Tennessee, Missouri and Arkansas; its entire office force in these branches and home office numbering 336 persons.

Year's Business.

The report of the business for one year shows an income of $100,756 death claims paid in money $2,164 they have insurance in force of $1,876,761 on 9,343 policyholders. This fact alone shows that the Negro is a good insurance risk.

Note the fact of doing a business of $100,756 on 9,343 policyholders and having only to pay on death claims of $2,164.

What have you to say about the high death rate, and the undesirable insurable risks of the Negro?

This report, bear in mind, is made by W. E. Underwood, who writes regularly for the "Literary Digest" on Old Line insurance companies. Note also, that this Standard Life Insurance Co. has been rigidly examined by the insurance department of the state of Georgia twice in one year. The insurance commissioner and his agents reported that all the affairs of this company were found to be sound and in a satisfactory condition.

It is further noted that many of the wealthiest, progressive, and most prominent Negroes of these United States are large policyholders in said company. This company has been and still is stimulating thriftiness, and constructive economic work among the Negroes of the state of Georgia, and in those states in which this company is doing business throughout the United States. It shows that we are wideawake and that we are taking advantage of the great amount of wealth often refused on the part of other insurance companies because of our racial identity, and are building and managing an insurance company for ourselves; it also shows that we are awake, and conscious of the great value of insurance. Every man that is married should carry as much insurance for the benefit of his family as his means will allow. In fact, every single man should appreciate the value of a good life insurance policy on his life, and be in position to present his fiancee with, at least, a paid up policy of from one to five thousand dollars as an evidence of his sincerity and ability to provide for the future, in the way of protection and keeping the wolf from the door. Then, too, it will enable any man to negotiate a loan on his policy after it has been in force for at least three years, to bridge him over any great financial necessity, and thus maintain his self-respect as he will be relieved of the embarrassment of going around among his friends soliciting assistance or trying to secure endorsement in time of great need.

Economic Attitude.

There are certain insurance companies in Chicago that are doing a large business among the Negroes of this city, but are not giving the Negroes a square deal in the way of employment, along the line of employing Negroes as agents, inspectors, clerks or medical examiners, etc., in fact, they seem to be willing to solicit and take the business of the Negroes, but do not seem to consider the fact that he should be given a chance equal to that of members of the other races to earn a living.

The Metropolitan Life Insurance Co., both the Old Line and Industrial, have for years done a very large business among the Negroes of this city and I have yet to know of this company employing Negro medical examiners, agents, inspectors or clerks among the large number of its employes of this city. The same is true of the Prudential and Globe when they catered to Negroes.

It appears to me that it is high time that the Negroes of Chicago demand a square deal on the part of the company to whom they give their business in the way of employment or economic improvement. In other words, why not refuse to give your insurance to a white agent, or do business with a white collector, and demand that there be employed colored agents, collectors, etc. This will help you in the respect and appreciation of the insurance company, and give valuable employment to many of our young men and women who are eminently fitted to do the collecting and soliciting of the insurance company among the members of our race. We should try to spend our money in such a way that the ultimate value would accrue to the ultimate good of the whole race, in that way we best benefit our individual selves.

OLD LINE LIFE INSURANCE COMPANY ENDS FIRST YEAR WORK.

Over Million Insurance in Force—Income Over One Hundred Thousand Dollars.

At the recent annual meeting, July 16, of the stockholders of the Standard Life Insurance Company, of Atlanta, Ga., the only old line legal reserve life insurance company operated by Negroes in the world, it was announced that the company had in force $1,876,761 in insurance upon the lives of 9,343 policyholders. The company began business in June, 1913, with a paid-in- capital of $100,000 and $16,000 surplus. It is therefore the largest capitalized corporation among Negroes with the capital actually paid-up in cash. The company is doing business in the States of Georgia, Alabama, Kentucky, Tennessee, Missouri and Arkansas. It has fifty five branch offices, 208 agents, twenty-one clerks in the home office and branch offices and on its examining staff are 101 physicians, making a total of three hundred thirty-six people employed in the first year of the company's existence. The total income for the first year in all its departments amounted to $100,755.63. It paid in death claims $2,164.15. Until recently, the company operated a health and accident department in the States of Kentucky, Missouri and Tennessee, but this business has been reinsured and it will hereafter do only a life business.

The work of the first year was entirely satisfactory and pleasing to the large number of stockholders and directors who are scattered over ten States. Some of the most prominent and wealthy Negroes in America are among its stockholders. The Board of Directors consist of the following well known business men:

A. L. Lewis, secretary insurance company, Jacksonville, Fla.; H. C. Dugas, banker, Augusta, Ga.; J. O. Ross, banker, Atlanta, Ga.; Wm. Driskell, insurance, Atlanta, Ga.; Dr. M. C. B. Mason, publicist, Jacksonville, Fla.; Walter S. Scott, president insurance company, Savannah, Ga.; R. L. Isaacs, mathematics, Prairie View, Tex.; A. D. Hamilton, contractor, Atlanta, Ga.; N. B. Young, college president, Tallahassee, Fla.; Sol C. Johnson, editor, Savannah; A. F. Herndon, capitalist, Atlanta; Thos. H. Hayes, undertaker, Memphis; Toombs McLendon, merchant, Washington, Ga.; L. J. Garth, coal dealer, Decatur, Ala.; Dr. J. W. Huguley, Americus, Ga.; Heman E. Perry, president; Harry H. Pace, secretary and Henry A. Boyd, Nashville. Mr. Boyd was elected at this meeting and is the only new member of the board. All the old officers were re-elected.

The company has been examined twice by the Georgia Insurance Department and in the report of the examiner's high praise is given the company and its officials. Among other things the report says: "All records of the company were found in excellent condition and its affairs are carefully managed. The officers' salaries are reasonable and the office expenses could not be regarded as being excessive. Records show that claims are paid as promptly as consistent and the company evidences every desire to treat the assured with equity."

The reports are sworn to and are filed with the insurance departments of every State in which the company operates. It is gratifying to note that the advent of this company into a hitherto untried field has been so uniformly successful and has met with the approbation of the insurance officials who have kept close watch over its affairs.

HARRY H. PACE.

Hon. P. F. Hill

INSURANCE COMMISSIONER NEGRO FRATERNAL INSURANCE ASSOCIATION.

The Nashville Clarion

Hon. P F. Hill of this city has been appointed Insurance Commissioner of all the Negro Fraternal Insurance Companies and other Insurance organizations among the Negroes in this and several adjoining states. This appointment was made recently by Mr J. Will Taylor, Insnrance Commissioner and takes effect on the 27th day of this month Mr. Hill is competent and worthy and will fill this office with credit to himself and his people. He stands well with all classes of people and his honor and integrity have never been impaired. His friends are well pleased with his appointment and will co-operate with him to the fullest extent in his efforts to discharge the new duties imposed upon him.

Insurance – 1914

MY OBSERVATION AND EXPERIENCE WITH INSURANCE COMPANIES AS AN UNDERTAKER.

Atlanta Independent 5-30-14

I have had considerable experience with the various insurance companies doing business in the city of Atlanta who insure people for small sums of money and collect weekly, monthly and yearly premiums from the dollars of these. It is my opinion of the companies doing business in Atlanta the following are doing a large and dangerous business, that is, so far as the holders of their contracts are concerned, and, without hesitation or qualification. Call strict attention to the Royal Benefit Society, who are one of the many companies doing business in this city. I specially mention this company for the reason that I have had varied experience with the "Royal."

I call attention specially to a recent ended but long commenced contest as to the payment of a bona fide claim against the "Royal" in which I was plaintiff.

The above case was filed two or three years prior to this date. The company endeavored to defeat this suit by every conceivable means of defense; first by reason of an alleged false statement of the insured as to her age; second, by the face of its own contract under which the Royal's president and secretary's names were affixed, same being affixed under the general terms and conditions of their own contracts that no such person was insured by them, although they had collected from the insured regularly though they sought to defeat plaintiff's claim on the ground that the premiums were not paid, and that she could not claim benefits under a contract, the terms of which she had failed to comply with; fourth, the "Royal" realizing its helpless chance to defeat plaintiff's claim at the last moment and just before its rights to file defenses were gone, entered the defense that the proofs of death as required by the company had not been filed correctly.

In the face of all the above ridiculous rot as matter of defense of the company's part at the last trump in the twinkling of an eye seeing that all hope was gone for it to defeat the said admitted that they did have the deceased insured; that all premiums were paid and implicitly admitted that there was nothing for the jury to do, but paid for the plaintiff, which they promptly did, for every company sued for with interest of $400. It is my opinion of the above facts that the "Royal" is one of the rottenest and most flimsy and dangerous companies for a person to insure with, and should be looked on by every honest man as a cheat and swindle. This is controlled and operated by one Billington.

The other companies which I call attention to as being equally so rotten as the "Royal" are as follows: Standard Life Insurance Company, which is located in Odd Fellows building and is a colored company. I have brought suit against this company also on the life of Lee Beardon, which

PILGRIM HEAL[illegible]E INSURANCE COMPANY.

The Atlanta Independent

The Pilgrim Health and Life Insurance Company is the oldest, ablest and one of the safest among Negro insurance companies. The Independent has no criticism to make of its management, or the integrity of its officers. It does by far the largest volume of business of any company of its kind in the State. Its affairs are honestly and economically handled. The company is run in the interest of the policyholders. The officers are mindful of the fact that the policyholders own the company, and that the company was created for the benefit of the policyholders and not for the officers. The officers further recognize this principle of mutual benefit, that they are merely instruments used by the policyholders for the furtherance of their interest. The officers are employees; they are servants, public servants accountable to the policyholders for their stewardship.

Recognizing this broad principle of philanthropy and mutual co-operation, the Pilgrim Health and Life has forged its way far in the lead of every one of its contemporaries. It has by far the largest debit of any Negro insurance company in the State. It meets faithfully and promptly, without equivocation, every fair and just claim. In fact, it is the policy of the company to take care of its policyholders. There is no splitting of hairs and begging the question to keep from paying a claim. The benefit of every reasonable doubt goes to the policyholder, and The Independent does not hesitate to give the Pilgrim Health and Life its hearty endorsement and commendation. We know the officers of the company, Messrs. Young, Hornsby and Walker, to be upright, intelligent, progressive, business men, that have something else in view in the management of the company, besides their salary. To them salaries are incidents as a logical result of a service well done.

The president of the company, Mr. H. C. Young, who lives in the city and gives the business daily attention, receives only $50 a month. The manager of the concern receives $125 per month, and the treasurer and secretary who keeps the books of the concern $100 per month. There is absolutely no extravagance or graft in these figures. These men are handling successfully and admirably the only million dollar Negro Insurance Company in the South. The volume of business done by the Pilgrim Health and Life in 1913 according to the Insurance Commissioner's report shows that the company had outstanding more than $1,200,000.

If you want a policy that insures and protects you in sickness and accident, you will consult your own interest by taking it out in the Pilgrim Health and Life Insurance Company, the oldest, ablest and safest of all. We have a statement from W. S. Hornsby, the general manager, showing the admitted assets of the company to be $60,968.77, contingent assets $60,206, total assets $121,174.77. is a bona fide claim. They refuse payment of this claim, still yet admit that all the rules and regulations of the company have been complied. The Bankers Life and Health Insurance Company, located in the Temple Court building, is also of the same type as the Royal to deal with.

I mention these companies because in my undertaking business have had personal experience with them.

In the matter of Geo. Bearden hereinabove referred to I don't hesitate to say that he was insured in the Metropolitan Insurance Company and also in the Pilgrims and they have both paid their claims and in my opinion are good companies.

I beg to state that it has been said that I have made a statement decrying the North Carolina Mutual & Provident Association. I want to say just here that that is untrue but I do say that it is a good company. I further state that I have collected more than $6,000 from insurance companies for other people and have never charged any company but at all times furnishing the best counsel this city affords.

This discussion is made by me more for the protection of the public than for my own personal benefit, and I will say in addition that all other companies with which I have had dealings are in my opinion good companies.

J. M. ROBINSON.

THE EVIL OF PROXIES.

The Atlanta Independent 5/21/14

The American idea of government is representative, a representative government with restrictions. The genius of American institution is that every man should have one vote, an opportunity to cast it and have it fairly and honestly counted. It never was contemplated in the economy of our public welfare that one man should cast in any kind of an American institution any more than one vote, and when an individual is permitted to husband or to corral and cast more than one vote whether for men or for measures, evil steps in, selfishness predominates, and the idea of popular government is destroyed, an American institution becomes a by word and a scheme to promote greed and selfishness. It was the proxy evil that brought about the great Hughes investigation of the insurance companies in New York. It is the proxy evil that is destroying most of the Negro societies and institutions, and unless the evil is cured it will continue to destroy the few institutions now owned and controlled by Negroes.

It is against sound business policy as well as public morals for an individual to fix his own salary and to regulate his own expense account. None of us are so good, or so perfect, or so upright in handling public funds that we can resist the temptation of throwing things our way. In Georgia we have quite an half hundred industrial insurance companies owned and oprated by Negroes. The majority of them have been well managed and handled successfully. In fact, all of them for a while operated honestly and intelligently, but as the officer grasped power and learned to convert the company from a representative form of government into an absolute monarchy where one man clothed with 25,000 votes can cast them all for himself and to vote out everybody who dare to have an opinion and express it, and to fix his salary at any arbitrary, burdensome figure he chooses to satisfy his greed, our insurance companies begin to grow into disfavor, many of them are disintegrating, and before many years will be in the hands of the receiver. This will mean that hundreds of Negro boys and girls who are now employed will lose their places, and will have to return to the cook pots, nursery, wash tubs and other menial jobs, instead of filling creditable positions as they fill now.

This means that your home will be over-run with white collectors, that where you have a Negro collector now, you will have a white one, who will extend to you no courtesy, no consideration except to take from you your weekly stipend. The courteous polite and gentmanly Negro collector will be a thing of the past. The rude brutal and discourteous white collector will be in the saddle.

And we are so situated that we can not get along without insurance. We must provide against a rainy day. against accident, sickness and death, and the best means of doing it is to make weekly deposits with the industrial insurance companies. These institutions are not private property. They do not belong to the officers, but to the policyholders. And the policyholder is in his light who will give knowingly or unknowingly an officer the right to cast his vote as he sees fit. Every policyholder should be careful and know the character and purpose of the officer who solicits his vote. It is unfair and dishonest to have every applicant who enters the insurance company sign away his right to vote, to an officer he knows nothing about when he enters, yet this is the rule that obtains in a majority of the industrial insurance associations. When you enter the company the very application you sign takes from you your right to vote, and gives to some unscrupulous, crafty, selfish officer the right to cast your vote for his election and to fix his salary at any arbitrary price he sees fit to. In fact, many of the Negro insurance companies are run absolutely by one man. One man is treasurer, secretary and president, filling every position, reporting to nobody, stealing as much money as he wants, rendering as little service as he pleases; and the only remedy is for the policyholders to stop giving their votes to these grafters and attend the annual meeting and cast them themselves. While the officers of many of the Negro insurance companies are actually rendering no service at all, they vote

themselves in and receive larger salaries than the Governor of Georgia, even the Insurance Commissioner himself. Many of them get as much salary as the mayor of Atlanta, and more than the mayor of Augusta, Savannah or Macon. Outside of the office they hold in the insurance company they could not make $50 a month. Many of the Negro insurance companies employ from ten to twenty-five girls in their office, and the manager receives more per week than the entire clerical force, and as a rule, he does absolutely nothing but run around and scheme. He spends possibly an average of three hours a day at the office. The poor girls stay at the office and tussle with the books and records for $4 a week while the manager and many of the officers ride around and revel with a salary ranging from $50 to $100 a week, aggregating more than the salaries of the entire clerical force. The only remedy is to destroy the one man rule. The matter must be taken up with the Legislature. The policyholders are being robbed and our insurance companies can not long last unless the evil is remedied. We have no representative government as the law requires. The government under which our Negro industrial insurance companies are operating are purely monarchial. Absolute despots are in charge, and the minute that a policyholder or a subordinate officer expresses an opinion contrary to the wishes of the despot, your head comes off, your policy cancelled. The remedy is to cut out proxies. There are officers in Negro insurance companies in Georgia who render no service at all, who do nothing but sign their names on blank checks and orders, and draw from $100 to $150 per month for purely sinecures. This condition must be stopped. The policyholders must not stand for it. These insurance companies were not organized for the officers, but for the policyholders, and an officer who renders no service should receive no pay, and this was proven and demonstrated in the New York investigation. And The Independent is going to demand an investigation of some of the insurance companies in which it is a policyholder with a view of ascertaining why an officer should receive $100 to $150 per month and render the company no service at all.

GROUP INSURANCE FOR METHODIST BOOK CONCERN EMPLOYEES

One of the most significant moves of recent date, in the interest of employees, is the action taken by the Methodist Book Concern in celebrating its One hundred and twenty-fifth Anniversary. This event was commemorated by the Book Concern insuring the lives of all its employees for the full amount of one year's salary, except where the salary exceeds $2,400.00, in which case the insurance is limited to that amount. The Methodist Book Concern is quick to provide for its employees every advantage possible, and especially does the Book Concern grant, even without the coercion of a contract, all the privileges that are urged for the men and women who labor for them for wages. In thus providing for an insurance for all its employees and paying the premiums for the same, the Methodist Book Concern puts itself in the forefront of modern institutions. But this is the spirit of the Book Concern; founded twenty-five years ago on a borrowed capital of $600; it to-day has a capital of $5,924,600.60 over and above $5,000,000 which it has divided into dividends to worn-out preachers. This move on the part of the Publishing House, affecting all of its branches—at Detroit, Pittsburgh, Boston, Kansas City, San Francisco, Portland, Chicago, New Orleans, as well as the main houses at NewYork and Cincinnati—has been received joyously by the employees and a hearty vote of thanks has been sent up to the Publishing Agents for their interest in this matter. We believe this matter was first broached by Dr. John H. Race, the Publishing Agent at Cincinnati, and he and all those associated with him deserve the thanks of all the employees whom, we are sure, will render the Church larger and more loyal service because of this recognition.